Calculating CNMP TSP Rates
April 6, 2007

The EQIP CNMP Initiative contracts will only have one contract item. That item will be CNMP Practice Code 100. The rate will either be calculated using animal units or acres in the CNMP from TechReg. Please note that rates have increased recently. It will also include a waste utilization plan and an incentive amount shown below as applicable.

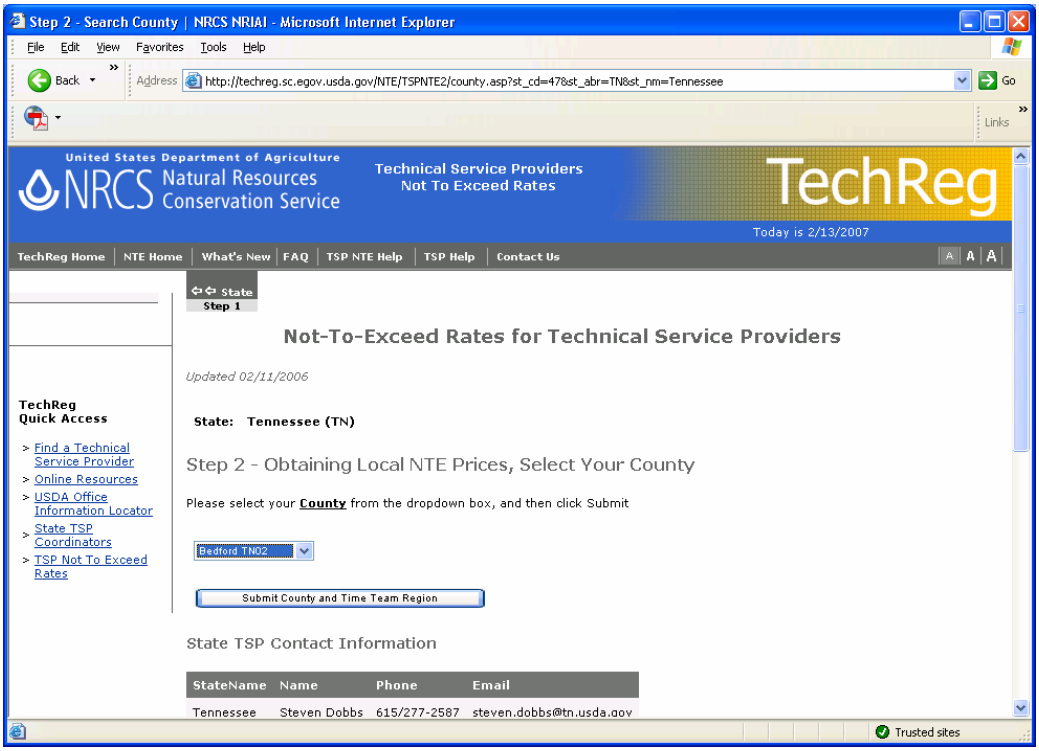
Beef CNMP w/ greater than 50 acres land app. Planned by 12/30/07.	$500.00
Dairy CNMP w/ greater than 50 acres land app. Planned by 12/30/07	$2,000.00
Poultry CNMP w/ greater than 50 acres land app. Planned by 12/30/07	$1,000.00
Swine CNMP w/ greater than 50 acres land app. Planned by 12/30/07	$2,000.00

Poultry Example

Given: 4 house broiler operation (~ 280 animal units) located in Bedford County. USDA participant needs CNMP. Land area available for land application of litter is 100 acres of pasture/hayland. Litter has been applied year after year and soil test levels of Phosphorus are High.

Find: Amount of technical assistance dollars and incentives needed to incorporate CNMP development cost into the EQIP contract.

1. Determine NTE rate to include in contract.
   a. Go to my.nrcs or go to https://techreg.sc.egov.usda.gov/ and skip b.
   b. Select TechReg under Accountability
   c. Select TSP Not-To-Exceed Rates
   d. Select Tennessee
   e. Select Bedford County from pull down list and Submit



f. There are 2 options to choose from (***Planning for CNMP System in Acres*** or ***Planning for a CNMP - Broilers***) in Step 2 on TechReg as shown picture in the previous page. Choose one of the options that fits the operation most appropriately for the work that will be done by TSP. For ***Planning for a CNMP - Broilers***, there is one option to choose from. This is typical of operations where there is no application of litter. For ***Planning for CNMP System in Acres***, there are 5 options to choose from. One of 5 options is available and based on the option that most closely fits the method and conditions of application. For example, if we have a broiler operation where soil tests have indicated in the past high levels of P in the soil and a P Index assessment will more than likely be needed, then option TN0185 will need to be included in the contract. Cost for 100 acres is:

Technical Service Provider Application Costs For 100 (ac):

	Per Unit	Total
planning	$ 16.7252	$ 1,672.52
Pfollowup	$ 0.3934	$ 39.34
Pother	$ 0.6748	$ 67.48
Travel	$ 1.0614	$ 106.14
	With Travel	**Without Travel**
Unit cost per (ac)	$ 18.85	$ 17.79
Total cost for 100 (ac)	$ 1,885.48	$ 1,779.34

g. However, if we choose practice TN0175, we get:

Technical Service Provider Application Costs For 100 (ac):

	Per Unit	Total
planning	$ 7.2165	$ 721.65
Pfollowup	$ 0.8793	$ 87.93
Pother	$ 0.2734	$ 27.34
Travel	$ 1.7586	$ 175.86
	With Travel	**Without Travel**
Unit cost per (ac)	$ 10.13	$ 8.37
Total cost for 100 (ac)	$ 1,012.78	$ 836.92

h. Next, we need to include Waste Utilization as part of the plan. Going back to Step 3 and selecting that practice, we have the following:

Technical Service Provider Application Costs For 100 (ac) for Waste Utilization:

	Per Unit	Total
Design	$ 10.6659	$ 1,067.00
Installation	$ 5.2345	$ 524.00
Checkout	$ 0.0000	$ 0.00
Unit cost per (ac)	$ 15.9004	$ 1,591.00

i. Therefore, for the example operation, the following cost will be included in the producers contract for developing the CNMP:

Task performed	**Units**	**Amount**
Planning for a CNMP System in Acres (TN0185)	100 acres	$ 1885.48
Waste Utilization	100 acres	$ 1591.00
TOTAL for developing CNMP using NTE Rates (900)		$3476.48
EQIP Incentive for developing CNMP (100)		$ 1000.00
Total		**$ 4476.08**
If there is **no land application** planning, then go back and select *Planning for a CNMP - Broilers* in Step 3 and select only option TN0174 and enter 280 a.u. and click Submit		$ 1413.24

NOTE: If we had chosen TN0175, this would have meant a reduction of $870 in the contract. In some cases as indicated in the dairy example below, 2 selections are appropriate for coming up with a total cost for CNMP.

Dairy Example

Given: 150 head dairy operation (~ 200 animal units) located in Loudon County. USDA participant needs CNMP. Land area available for land application of manure is 200 acres of corn silage, hayland, etc. Soil test in the past have indicated high levels of Phosphorus in the past.

Find: Amount of technical assistance dollars and incentives needed to incorporate CNMP development cost into the EQIP contract.

1. Determine NTE rate to include in contract.
   a. Go to my.nrcs
   b. Select TechReg under Accountability
   c. Select TSP Not-To-Exceed Rates
   d. Select Tennessee
   e. Select Loudon County from pull down list and Submit
   f. There are 2 options to choose from (***Planning for CNMP System in Acres*** or ***Planning for a CNMP - Dairy***) in Step 2. Choose one of the options that fits the operation most appropriately for the work that will be done by TSP. For ***Planning for a CNMP - Dairy***, there are 2 selections to choose from. One is for small to medium size dairies and the other is for large dairies. For ***Planning for CNMP System in Acres***, there are 5 selections to choose from. Pick the one that most closely fits the method and conditions of application. For example, if we have a dairy operation where soil test have indicated in the past high levels of P and a P Index assessment will more than likely be needed, then option TN0185 needs to be used. If we also have less than 25 fields and some of them consist of corn silage followed by winter cover, then option TN0166 will need to be selected for those fields. If the remainder of fields are for instance pasture/hayland, then option TN0185 (High P in soil) is needed for those fields. So if there are 100 acres under TN0166 and 100 acres under TN0185, we have the following:

Technical Service Provider Application Costs For 100 (ac):

	Per Unit	Total
planning	$ 24.3588	$ 2,435.88
Pfollowup	$ 4.9455	$ 494.55
Pother	$ 1.8269	$ 182.69
Travel	$ 12.1636	$ 1,216.36
	With Travel	**Without Travel**
Unit cost per (ac)	$ 43.29	$ 31.13
Total cost for 100 (ac)	$ 4,329.47	$ 3,113.11

Technical Service Provider Application Costs For 100 (ac):

	Per Unit	Total
planning	$ 16.7252	$ 1,672.52
Pfollowup	$ 0.3934	$ 39.34
Pother	$ 0.6748	$ 67.48
Travel	$ 1.0614	$ 106.14
	With Travel	**Without Travel**
Unit cost per (ac)	$ 18.85	$ 17.79
Total cost for 100 (ac)	$ 1,885.48	$ 1,779.34

g. If we choose to use ***Planning for a CNMP - Dairy***, then we have selection TN0160:

Technical Service Provider Application Costs For 200 (ani unt):

	Per Unit	Total
planning	$ 17.0802	$ 3,416.03
Pfollowup	$ 2.5790	$ 515.80
Pother	$ 0.9442	$ 188.83
Travel	$ 7.5281	$ 1,505.62
	With Travel	**Without Travel**
Unit cost per (ani unt)	$ 28.13	$ 20.60
Total cost for 200 (ani unt)	$ 5,626.28	$ 4,120.66

h. In addition, we have Waste Utilization that the TSP will do as part of completing the CNMP.

Technical Service Provider Application Costs For 200 (ac) of Waste Utilization:

	Per Unit	Total
Design	$ 5.7564	$ 1,152.00
Installation	$ 2.8162	$ 564.00
Checkout	$ 0.0000	$ 0.00
Unit cost per (ac)	$ 8.5726	$ 1,716.00

i. Therefore, for the dairy example operation, there are 2 possible scenarios with following cost that could be considered in the producers contract for developing the CNMP:

Scenario 1

Task performed	**Units**	**Amount**
Planning for a CNMP System in Acres (TN0166)	100 acres	$ 4329.37
Planning for a CNMP System in Acres (TN0185)	100 acres	$ 1885.48
Waste Utilization	200 acres	$ 1716.00
TOTAL for developing CNMP using NTE Rates (900)		$7930.85
EQIP Incentive for developing CNMP (100)		$ 2000.00
Total		**$ 9930.85**

Scenario 2

Task performed	**Units**	**Amount**
Planning for a CNMP - Dairy (TN0160)	200 animal units	$ 5626.28
Waste Utilization	200 acres	$ 1716.00
TOTAL for developing CNMP using NTE Rates (900)		$7342.28
EQIP Incentive for developing CNMP (100)		$ 2000.00
Total		**$ 9342.28**

Observation of the 2 dairy scenarios indicates that they are very close and represent an accurate and valid value using either method (animal units or acres). These same observations are backed up by information obtained from past work performed by TSPs and A&Es.